



West Sound Wave

West Sound Chapter - NCMA

Volume 17 - 1 ❖ SEP 2009

SEPTEMBER MEETING

BIDDING & WINNING GOVERNMENT CONTRACTS

*Ever wonder why some contractors don't get what they want
and some government agencies don't get what they need?*

*Benefit from valuable proposal lessons learned and tools from a lifetime of government contracting
and proposal coaching*

*NOTE: All attendees will receive a complementary proposal guidelines hand-out and four
copies of Mike's books will be given away in a raffle at the meeting.*

SPEAKER: Michael Lisagor
Celerity Works

DATE: THURSDAY, SEPTEMBER 17, 2009

LOCATION: AMBROSIA CATERING COMPANY LLC
Directions on page 3

TIME: 5:30 PM - REGISTRATION/NETWORKING
6:00 PM - DINNER
6:30 PM - PROGRAM

COST: \$20.00 - menu on page 3

RSVP by noon WED SEP 16TH

e-mail: felicia.king@atsid.com or
call/leave message: 360-698-7100 (222)

**NO SHOWS WILL BE BILLED.
CANCELLATIONS MUST BE MADE 24 HOURS PRIOR TO MEETING.**

Too often, agencies prepare and companies respond to request for proposals (RFP) by just beginning to write without sufficient forethought or planning. This approach works for only the simplest of proposals. Mike Lisagor will share several valuable lessons learned and tools that will help contractors increase proposal win probability and government employees prepare more effective competitive RFPs.

INFO ON SPEAKER: Michael Lisagor, Celerity Works <<http://www.celerityworks.com/>> (founded 1999), has more than thirty years experience in the successful development and implementation of business and organizational development strategies as well as the management of complex technology and product development projects. Since 1999, Mike has helped over sixty companies with their business development and proposal strategy and coached several government agencies like GSA, EPA and the U.S. Army on acquisition strategies and risk mitigation.

Clients benefit from the lessons learned from over 450 organizational situational assessment interviews Mike has conducted over the last ten years as well as over 200 coaching assignments and over 300 proposal management and review assignments. This experience provided Mike with a lifetime of valuable lessons learned.

As the vice president of business development for Advanced Technology Systems, Mike built the entire marketing organization and processes; developed the strategic plan; and marketed and won numerous contracts. As a vice president at Anstec, he managed over 200 engineers and \$20M in technology projects. As director for international sales for the Martin Marietta information systems group, he was responsible for expanding professional services to new overseas government markets. Mike has also developed the sales, proposal and project management training programs for several companies.

Mike has an MS in Management and taught marketing for managers at National Louis University. A 1999 and 2002 Fed 100 awardee, he is the conference chair of the annual Governance, <<http://1105govinfoevents.com/EventOverview.aspx?Event=GCR09>> Risk and Compliance conference (Aug. 4, 2009 - Washington, D.C.), emeritus board member of <<http://www.affirm.org/>> AFFIRM, was the co-founder of the WTIA Government Business SIG, wrote an online business development column for Onvia and writes a management column for <<http://www.celerityworks.com/enlightenedmanager.html>> Federal Computer Week.

DON'T MISS THIS SPECIAL MEETING

**RSVP EARLY
BRING A FRIEND**



!!!! IMPORTANT NEWS !!!!

Beginning November 2009 monthly meetings will be held on the first Thursday of the month.

OCTOBER MEETING - Thursday, October 8, 2009
 TOPIC - What you need to know about H1N1 in the workplace.

NOVEMBER MEETING - Thursday, November 5, 2009
 TOPIC - Service Contract Act and Davis-Bacon Act (2 hours)
 Presenter will be from DOL
 Registration will begin at 4:00 PM

DECEMBER MEETING - Thursday, December 3, 2009
 SPECIAL MEMBERS ONLY EVENT

**CHAPTER OFFICERS
 2009 - 2010**

PRESIDENT	Jim Nagle	OLES MORRISON	206-623-3427 nagle@oles.com
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TREASURER	Felicia King	ATS	360-698-7100 (222) felicia.king@intelligentdiscovery.com

Tender slow roasted Boneless BBQ Chicken Breasts
 Corn bread with whipped honey butter
 Baked potato salad with fresh crumbled bacon, chive sour cream
 Brown sugar baked beans
 Dessert of the day
 assorted sodas, iced tea, and coffee

Please notify us of any dietary restrictions when you RSVP.

AMBROSIA CATERING COMPANY LLC -

**AT THE SW CORNER OF THE FRED MEYER PARKING LOT
 NEAR TIRE STORE; PARKING IN FREDDIE'S LOT IS OK
 360-479-2885**